



USAID Resources and Mechanisms for Trade Capacity-Building

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EGAT/EG/TI Trade and Investment Team

- Who we are
 - Economic growth, agriculture, and trade pillar bureau
 - Newly formed trade and investment team
 - Worldwide mission
 - New tools to support missions



EGAT/EG/TI Mission

- Promote strategic cooperation
- Provide technical advice and support to the field Missions and Regional Bureaus
- Develop and design pilot projects and innovations for wider application
- Provide research on emerging global issues
- Work with Missions and Regional Bureaus to incorporate trade into Mission strategies and facilitate trade capacity development within AID and AID-assisted countries



What we bring

- SEGIR Vehicles
- Trade Enhancement for the Services Sector (TESS)
- SELDON
- DOHA
- Interactive TradeMap
- Trade Capacity-Building (TCB) Project



What we bring (continued)

- SPS—Capacity Assistance in Agricultural Standards (CAAS)
- Partnership for Food Industry Development (PFID)
- Rural and Agricultural Incomes with a Sustainable Environment (RAISE)
- 2002 Survey on Trade Capacity Building
 - <http://qesdb.cdie.org/tcb/index.html>
- EGAT Website
 - <http://inside.usaid.gov/EGAT/trade/index.html>



- The Support for Economic Growth and Institutional Reform (SEGIR) offers
 - Quick access to 250 contractors
 - USDH expertise from the EGAT and external resources groups specializing in five functional areas

SEGIR Functional Areas

- Global Business Trade & Investment
 - \$337M out of potential \$537M
 - Expires 8/03
- Financial Services
 - \$162M out of potential \$365M
 - Expires 1/04
- Legal & Institutional Reform
 - \$60M out of a potential \$108M
 - Extended to 9/03+
- Macroeconomic Policy
 - \$64M out of a potential \$75M
 - Expires 6/05
- Privatization
 - \$110M out of a potential \$224M
 - Extended to 9/03+



SEGIR Key Contacts

- GBTI
 - Grant Morrill (gmorrill@usaid.gov)
- Fin Ser
 - John Carihfield (jcarihfield@usaid.gov)
- Macro
 - Jim Elliot (jelliot@usaid.gov)
- LIR
 - Nick Klissas (nklissas@usaid.gov)
- Priv
 - Art Warman (awarman@usaid.gov)
- Check the Web
 - http://www.usaid.gov/economic_growth/egad/em/segir/segir.htm



Trade Enhancement for the Services Sector (TESS)

- TESS is a new three-year SEGIR Task Order that supports service sector liberalization
- Designed to support Missions in formulating and implementing trade strategies



TESS Activities

- Bilateral mission support on a quick response basis
- Service sector pamphlets
- Data base development and global website
- Analyses
- Trade training modules
- Regional service sector seminars



TESS Key Information

- Three-year Task Order, expiring FY2005
- Open to all developing countries
- Implemented by Carana Corporation
- Core funding, co-financing, and buy-in options
- Three-week turnaround on tasking
- Key contact: Art Warman (awarman@usaid.gov)
- Eduardo Tugendhart (etugendhart@carana.com)



SELDON Project

- Useful for assessing commercial law regimes
- Covers laws concerning
 - Contract and dispute resolution
 - Property rights (IPR, Land, and Movables)
 - Bankruptcy and company law
 - Trade law and foreign direct investment



SELDON Activities

- Up to 11 commercial law assessments
- Trade law assessments (under development)
- Short-term consultative work possible
- Assessments can be prepared to help Missions design scopes of work and strategies



SELDON Key Information

- Three-year task order expires FY 2005
- Open to all developing countries
- Implemented by Booz Allen Hamilton
- Core funding, with buy-in from the field
- One-month notice for short-term taskings
- Key contact: Nick Klissas
(nklissas@usaid.gov)



Doha Project

- Three-year SEGIR task order
- Provides WTO accession support for up to three countries
- Also provides short-term trade-related consultative services
- Available to developing countries



Doha Activities

- WTO Accession for Cape Verde (began November 2002)
- Short-term services in WTO disciplines
 - Intellectual Property Rights (IPR)
 - Services
 - Sanitary Phytosanitary Standards (SPS)
 - Customs
 - Technical Barriers to Trade



Doha Key Information

- Three-year task order expires FY 2005
- Open to all developing countries
- Implemented by Booz Allen Hamilton
- Core funding, with buy-in for the field
- One-month notice for short-term taskings
- Key contacts:
 - Nick Klissas (nklissas@usaid.gov)
 - Anne Simmons-Benton
(asimmons-benton@usaid.gov)



Interactive TradeMap

- Interactive TradeMap is a database developed by the International Trade Center (ITC), a joint trade promotion agency of the United Nations (UNCTAD) and the WTO
 - Two year purchase of use and dissemination of TradeMap
 - Online access to the world's largest trade database
 - Access to market analysis tools in an interactive environment



TradeMap Activities

- Analyze export and import markets
- Overview of competitors in the global market
- Assess competitors in specific export markets
- Find opportunities to diversify products in a specific export market
- Identify bilateral trade opportunities
- Find information on tariff and non-tariff barriers



TradeMap Implementation

- Available NOW
- Generic passwords available until June 2003
- Interim system to get the tool out to the field
- Training—12 regional courses and several in Geneva
- Three languages—French, Spanish and English upon full implementation



TradeMap Password Information

- Internet address:
<http://www.trademap.net/usaidth/login.htm>
- Username: usaidth
- Password: field
- Both username and password are lowercase



TradeMap—Missions' Role

- Missions play a critical role in disseminating the password
- Dissemination to
 - Ministries who handle trade
 - Trade promotion projects
 - Private sector
 - Non-governmental organizations
 - Chambers of Commerce



TradeMap Key Information

- Open to all countries where the United States has a presence
- Implemented by the ITC
- Two-year program, ending FY 2004
- Dissemination by Missions
- Key Contact—Anne Simmons-Benton
(asimmons-benton@usaid.gov)



Support for Trade Capacity-building (TCB) Activities

- Under this Task Order, EGAT can quickly respond to Missions' requests to deploy technical assistance teams with expertise in a broad range of trade capacity-building areas.
- These projects may be particularly useful to Missions that are in a transition period leading to expanded trade and economic growth programs.



TCB Activities

- **Country-specific “trade mainstreaming” projects** to help integrate pro-trade policy and capacity building into national economic growth and poverty-reduction strategies (e.g., Mozambique, Mali)
- **Short-term technical assistance/ trade needs assessments/prioritizing country TCB needs** (e.g., Morocco, in connection with U.S.-Morocco FTA under negotiation)
- **Research on global TCB issues** (e.g. customs reform/IPR/SPS best practices, trends in world textiles/apparel trade involving developing countries, Costa Rica and Mauritius success stories in integration)
- **Workshops on trade/TCB** (e.g. assessing competitive prospects in textiles/apparel; building national consensus on trade policy)
- **Trade training courses** for USAID staff and senior officials, including this one.



TCB Key Information

- Three-year Task Order runs through FY2004
- Implemented by Nathan Associates Inc.
- Bureaus and missions are normally expected to share the costs of regional or country-specific projects
- CTO—John Ellis (jellis@usaid.gov)
- COP—Erin Endean (eendean@nathaninc.com)



Trade Capacity Assistance in Agricultural Standards (CAAS)

- Assists farmers, agribusinesses and host governments achieve international Sanitary and Phytosanitary (SPS) requirements.
 - Strengthens public sector regulatory regimes;
 - Helps farmers and agribusinesses meet standards and regulations in key international markets;
 - Improves food quality in developing nations.



CAAS Key Components

- Research on supermarkets, grades and standards, small farmer market access
- Development of training resources, followed by regional workshops
- Surveys and analysis of SPS issues in specific regions and countries
- Evaluation of SPS-related projects and lessons learned
- SPS project design



CAAS Key Information

- Three-year, \$5.7 million Task Order expires in FY 2005
 - Implemented by Development Alternatives, Inc., Michigan State University, FINTRAC, Abt Associates
 - Open to all developing countries, free of charge
 - CTO—David Soroko (dsoroko@usaid.gov)



Partnerships for Food Industry Development (PFID)



- Promoting science-based legal, regulatory and policy frameworks for international trade in food products



- Adapting and applying food processing and marketing technologies to create value-added products and/or to improve their safety and quality

PFID: A New Alliance Between Universities and Food Industries



- Seafood, meat and produce export programs underway in AFR, LAC and E&E
- A Leader-with-Associate mechanism for Mission buy-in
- Expansion in FY03 to include the full range of high-value products
- Contact Tom Olson (tolson@usaid.gov)